CANADIAN CAR AND TRUCK SALES

North American Car Sales

	Dec. 1990	Dec. 1989	12 mos., 1990	12 mos., 1989
GM	14,695	19,243	298,435	339,532
Ford	6,118	14,056	144,363	190,604
Chrysler	4,316	6,112	96,903	119,773
Honda	1,675	1,494	33,344	27,165
Toyota	1,216	564	13,343	11,664
Hyundai	417	0	6,672	0
Volvo	174	265	3,276	3,760
North American car total	**28,611**	**41,754**	**596,336**	**692,498**

Imported Car Sales

Honda	4,576	3,276	67,850	59,045
Toyota	3,411	3,920	63,385	65,954
Volkswagen	1,890	1,534	34,978	29,212
Mazda*	1,695	1,361	29,835	26,162
Nissan	1,231	1,383	24,474	28,145
Hyundai	1,176	1,028	15,860	26,504
Chrysler	1,005	983	15,262	20,920
Subaru	472	314	7,622	6,171
Ford	438	389	6,992	8,356
BMW	260	230	4,002	4,311
GM**	238	99	6,334	5,087
Mercedes-Benz	232	277	4,065	4,063
Suzuki	210	400	7,303	7,328
Volvo	97	229	2,456	3,253
Lada	48	49	631	673
Jaguar	37	125	1,005	1,606
Peugeot	5	6	114	223
Imported car total	**17,021**	**15,663**	**292,168**	**297,813**
TOTAL - ALL CARS	**45,632**	**57,357**	**888,504**	**990,311**

*Mazda declined to furnish a breakout of North American built and imported car sales.
**GM imported total includes Passport and Saab sales.

North American Truck Sales

GM	7,141	10,703	145,514	168,029
Ford	6,400	7,948	119,388	138,791
Chrysler	5,502	6,796	84,997	102,499
North American truck total	**19,043**	**25,447**	**349,899**	**409,319**

Imported Truck Sales (including vans)

Mazda	1,560	1,148	19,400	17,868
Toyota	1,364	1,480	17,536	16,987
Nissan	641	1,033	14,009	13,571
GM	406	218	3,200	3,121
Suzuki	257	424	7,062	7,781
Chrysler	60	120	1,528	2,339
Volkswagen	58	28	900	768
Lada	55	8	290	227
Land Rover	10	0	65	0
Imported truck total	**4,411**	**4,429**	**63,990**	**62,662**
TOTAL - ALL TRUCKS	**23,454**	**29,906**	**413,889**	**471,981**
TOTAL - CARS, TRUCKS	**69,086**	**87,263**	**1,302,393**	**1,461,492**

1990 sales drop 10% in Canada

Year ends on sour note as December deliveries plunge 20%

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

New-vehicle sales in Canada declined significantly in December from the year-ago month. The total was down 20.83 percent, with cars falling 20.44 percent and trucks 21.57 percent.

From a percentage standpoint, the December plunge was nearly twice as severe as for the year as a whole.

Total vehicle sales for 1990 were 1,302,393, a decline of 10.89 percent from the previous year. Cars sales were off 10.21 percent and trucks 12.31 percent.

It was the industry's worst year since 1982.

Each of the Big 3 reported sharp declines in sales of North American-built cars and trucks for the month and the year.

Domestic automakers pinned part of the blame for the sluggish December on a year-end tax change.

Customers — especially fleet buyers — were expected to put off purchases until after Jan. 1, when a new goods and services tax took effect.

The levy, which replaced a 13.5 percent manufacturer's tax, has effectively reduced car prices about 4 percent.

Automakers also blamed concern about oil prices and Canada's high interest rates for the dip. The prime rate was 12.25 percent last week.

Sales of imported cars increased 9.09 percent in December but still slipped 1.63 percent for the year.

With its imported and domestic cars, Honda Canada Inc. topped 100,000 sales in Canada for the first time.

In doing so, it closed the gap between itself and No. 3 car-seller Chrysler Corp. to 10,971 cars.

Just a year earlier, Chrysler sold 54,483 more cars in Canada than Honda.

Imported truck sales fell 1.08 percent in December but climbed 2.12 percent for the year.

Staff Correspondent Alex Law in Toronto contributed to this report.

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War may kill Canada's bid for sales gain, Toyota says

By Steve Mertl
SPECIAL CORRESPONDENT

VANCOUVER, British Columbia — The president of Toyota Canada Inc. says the Persian Gulf War could end the Canadian auto sales recovery before it starts.

Toshio Kunii, here for the opening of the Vancouver Auto Show, said he had hoped Toyota's Canadian sales would increase 5 percent this year after a slump in 1990. Like other auto executives, he expects the recession that started last summer to begin lifting by May.

But a prolonged war in the gulf could change all that.

"Psychologically, customers will be in a very indecisive mood," Kunii said in an interview. "That will keep them from making big spending decisions."

If the war continues, he said, oil prices are bound to go up, triggering inflation.

"That means less purchasing power," he said.

"We do hope the war won't last — not for our business, but for the peace of the world."

> "We do hope the war won't last — not for our business, but for the peace of the world."
>
> **Toshio Kunii**
> president, Toyota Canada

Toyota sold 94,264 cars and trucks in Canada last year, a decline of less than one percent from 94,605 in 1989.

The overall decline for the industry was 10.9 percent.

Toyota introduced the Lexus in Canada last fall and sold 600 cars in the first three months.

Kunii acknowledged a slump in luxury car sales in Canada. The market share for luxury autos in Canada in only half what it is in the United States. But he still hopes to sell 2,000 Lexus models in 1991.

"This is our second year, so we are still in the launching stage," he said.

Toyota's Cambridge, Ontario, assembly plant, which builds the Corolla subcompact, is running at full capacity — 63,000 cars a year on two shifts, Kunii said. About 70 percent are exported to the United States.

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10-DAY SALES

DOMESTIC BUILT CARS

	Jan. 11-20, 1991	% change '91 vs. '90
Eagle	939	– 23.8
Chrysler	3,130	– 35.9
Dodge	7,043	– 13.0
Plymouth	4,539	– 24.3
CHRYSLER CORP.†	**15,650**	**– 22.5**
Ford	23,803	– 25.9
Lincoln	3,019	– 50.6
Mercury	5,887	– 29.5
FORD MOTOR	**32,709**	**– 29.8**
Buick	11,607	– 13.7
Cadillac	7,115	+ 33.2
Chevrolet	24,375	– 12.5
Oldsmobile	8,017	– 25.7
Pontiac	8,450	– 31.1
Saturn	349	–
GENERAL MTRS.	**59,913**	**– 14.9**
HONDA	**6,490**	**+ 10.4**
MAZDA	**1,311**	**+ 25.0**
MITSUBISHI	**1,218**	**– 36.5**
NISSAN	**2,178**	**+ 28.0**
SUBARU	**684**	**—**
TOYOTA	**4,087**	**– 44.8**
U.S. CAR TOTAL	**124,240**	**– 20.3**

TRUCKS

Chrysler	140	– 4.8
Dodge	7,000	– 59.6
Jeep	3,220	– 41.2
Plymouth	3,080	– 66.6
CHRYSLER CORP.†	**14,000**	**– 56.4**
FORD MOTOR	**22,255**	**– 37.8**
Chevrolet	21,805	– 32.4
GMC	4,654	– 40.1
Oldsmobile	434	– 0.7
Pontiac	376	– 35.5
GENERAL MTRS.	**27,269**	**– 33.6**
ISUZU	**504**	**—**
MAZDA	**253**	**—**
NISSAN	**2,508**	**+ 38.9**
U.S. TRK. TOTAL	**66,789**	**– 39.7**
U.S. CAR-TRUCK TOTAL	**191,029**	**– 25.5**

†Estimated

IMPORTED CARS
Reported

Ford	807	– 58.6
Mercury	1,340	+ 56.0
FORD MOTOR	**2,147**	**– 23.5**
Chevrolet/Geo	1,681	– 62.7
Pontiac	596	+ 62.0
GENERAL MTRS.	**2,277**	**– 53.2**
Acura	2,273	– 36.0
Honda	3,707	– 8.1
HONDA	**5,980**	**– 21.2**
Lexus	789	– 41.1
Toyota	6,642	– 29.8
TOYOTA	**7,431**	**– 31.2**
Total Reported	**17,835**	**– 31.6**

Estimated

ALFA ROMEO	**17**	**—**
ASTON MARTIN	**2**	**—**
BMW	**1,277**	**—**
Eagle	160	—
Chrysler	0	—
Dodge	293	—
Plymouth	325	—
CHRYSLER CORP.	**777**	**—**
DAIHATSU	**376**	**—**
FERRARI	**9**	**—**
HYUNDAI	**2,792**	**—**
ISUZU	**120**	**—**
JAGUAR	**425**	**—**
LAMBORGHINI	**4**	**—**
LOTUS	**8**	**—**
MASERATI	**5**	**—**
MAZDA	**5,057**	**—**
MERCEDES-BENZ	**1,290**	**—**
MITSUBISHI	**4,562**	**—**
Infiniti	321	—
Nissan	7,688	—
NISSAN	**8,009**	**—**
PEUGEOT	**76**	**—**
PORSCHE	**290**	**—**
ROLLS/BENTLEY	**30**	**—**
SAAB	**477**	**—**
STERLING	**97**	**—**
SUBARU	**1,267**	**—**
SUZUKI	**211**	**—**
Audi	273	—
Volkswagen	2,287	—
VOLKSWAGEN	**2,560**	**—**
VOLVO	**2,562**	**—**
YUGO	**197**	**—**
Total Estimated	**31,019**	**—**
IMPORTED CAR TOTAL	**48,854**	**—**

IMPORTED TRUCKS

GENERAL MTRS.	**2**	**96.2**
TOYOTA	**4,561**	**31.0**
Total Reported	**4,563**	**31.6**

Estimated

CHRYSLER	**150**	**—**
DAIHATSU	**45**	**—**
ISUZU	**2,134**	**—**
MAZDA	**1,764**	**—**
MITSUBISHI	**1,564**	**—**
NISSAN	**2,568**	**—**
RANGE ROVER	**116**	**—**
SUZUKI	**369**	**—**
VOLKSWAGEN	**132**	**—**
Total Estimated	**8,692**	**—**
IMPORTED TRUCK TOTAL	**13,255**	**—**
IMPORT CAR-TRUCK TOTAL	**62,109**	**—**

TOTAL INDUSTRY CARS & TRKS.	**301,992**	**– 23.2**

There were 8 selling days in the period this year and 9 last year.

SALES

FROM PAGE 1

Meanwhile, even uncharacteristically heavy discounting isn't saving Honda and Toyota dealers who are cutting back on accepting their new-car allocations for the first time.

American Honda, like many other importers, tells dealers what their allocation is when the vehicles arrive at the port or come off the assembly line. At that time, a dealer can accept, refuse or alter his allocation.

Bob Butorac, American Honda spokesman, said, "Until recently, demand for Hondas far exceeded supply so dealers very rarely refused their allocation."

While most of the Honda and Toyota dealers contacted by *Automotive News* are still accepting their full allocations, some, such as a Phoenix Honda dealer who asked not to be named, are beginning to cut back.

The Phoenix Honda dealer said falling sales forced him to accept only 64 percent of the 140 cars he was allocated in his last shipment, and he plans to accept a similar percentage of his next shipment.

He said his sales were off 20 percent despite "discounting the heck out of Hondas now, which is something we have never had to do."

Similarly, a Gardena, Calif., Honda dealer reported he is cutting back on vehicle allocations by 20 to 30 percent.

Rich Meyers, sales manager for Jerry's Toyota in Parkville, Md., also cut his allocation by 15 to 20 percent.

Another Toyota dealership sales manager in Illinois said he'd cut back "a little bit" and would "certainly be very selective in what I take in allocations."

And Pat Reilly, sales manager at Torrington Toyota in Torrington, Conn., said, "I guess you could say that" he had trimmed his orders.

"The lots are full and not moving too fast. December into the first part of January was very poor compared to any other year lately," Reilly added.

Nissan spokesman Don Spetner said, "Dealers tell us traffic is slow and it's tough out there." He conceded "some dropoff" in dealer orders.

At Mossy Nissan in National City, Calif., Jim Evans, general sales manager, echoed that, saying he reduced his orders by 20 percent. "We feel we can do as much business with less inventory so that's where we're cutting our budget," he added.

Ray Venegas, general sales manager for West Covina Nissan in West Covina, Calif., said he was trying to get his inventory down to 45 days' supply by accepting only 80 percent of his factory allocation.

But he said, "Since news on the war is slowing down and people aren't so glued to the TV, we're starting to see people back in the showroom again."

Rick Lepley, Mitsubishi Motor Sales of America Inc. senior vice president of sales, said, "Business could actually be much worse," but added that "it depends on what area of the country we're talking about. The Southwest is pretty strong, but the Northeast is very weak."

In Winston-Salem, N.C., Bob King, owner of Bob King Mitsubishi, said, "Orders are down 30 percent from this time last year. So, needless to say, I have a pretty good inventory."

Primarily because of the war, Mercedes-Benz of North America Inc. found early January sales results were even worse than expected, said Mercedes spokeswoman Linda Paulmeno.

"What's happening in the Gulf is having an effect out of proportion to any other factor," she said. "The state of the economy, the luxury tax, those are adding to it, but not anywhere in proportion to the effect the (Gulf) crisis is having."

Mercedes was already planning on poor sales in early 1991 before the fighting broke out.

The new luxury tax on cars costing more than $30,000 boosted sales in December to the best month in four years, but the Jan. 1 tax pulled forward sales that otherwise probably would have taken place in the first quarter.

Nissan's Infiniti Division is still riding high due to special circumstances. Debra Sanchez Fair, Infiniti spokeswoman, said orders are up 300 percent because dealers are replenishing stocks after a big sales month in December during which customers "tried to beat the increased gas-guzzler tax and luxury tax."

"In addition, last January we had only 51 dealers. Now we have 78. And last January was really our first full month of operation," she said.

General Motors' Saturn Corp. is also benefiting from still being in the launch phase. Saturn's demand has steadily outstripped supply because of a slow production startup.

"Our orders are strong," said Mark Tanter, Saturn spokesman.

Other GM divisions are struggling, though.

Chevrolet's dealer orders have dropped by 50 percent during the past seven weeks from their normal 50,000 to 60,000 vehicle-a-week rate, according to General Manager J.C. "Jim" Perkins.

Reg Harris, Pontiac spokesman, said business was soft before the war began and went further downhill after that.

Pontiacs sales were down 31.1 percent for the second 10 days of January. He declined to provide information on Pontiac's orders.

Stephen Wasley, owner of Wasley Buick-Oldsmobile in Bristol Terrace, Conn., said he has about an 85-day supply of Buicks and Oldsmobiles and basically has stopped ordering any cars until he sees some encouraging news about the war and some turnaround in the economy.

"Business has virtually stopped since the middle of December. I have about 90 units in stock and about 50 more coming, which is a lot of cars for my dealership."

He said Buick sales are a little better than Oldsmobile sales, with four-door Regal and Park Avenue doing the best. He said the factory is not really pressuring dealers to take cars but said Oldsmobile is playing games by making dealers take slow-moving units if they want to get the better-selling Bravada, Custom Cruiser and 98.

Wasley said he is not ordering any more units beyond what he has coming.

Richard H. Orr, Buick director of distribution, said Buick "hasn't seemed to be affected as much as other companies," but admitted dealer concern about the war.

As of last week, Buick's order bank was 180,000 cars. In the last four weeks, Buick received 43,000 new orders, that includes the week of Christmas.

Joel Pitcoff, Ford Motor Co. research and analysis manager, said dealer orders for Ford and Lincoln-Mercury vehicles, excluding fleet sales, are coming in at the same rate as early December.

But he called customer reaction in dealer showrooms "mixed," with some "people's minds elsewhere. It's hard to sign a sales contract with your fingers crossed."

Mark Smith, president of the 1990 Ford Division National Dealer Council and owner of Dick Smith Ford in Raytown, Mo., said he and other dealers have seen an increase in traffic since the war.

"In the weeks leading up to Jan. 15, traffic was very slow; but we've seen an increase in traffic since the war has started," said Smith.

Still, a large Florida dealer said his sales and showroom traffic are off 50 percent from recent months. He has stopped advertising and laid off several non-sales employees, but continues to be optimistic.

"I'm counting on March to be a blowaway month," said the Florida dealer.

Chrysler Corp. won't discuss its dealer orders any more than it will its 10-day sales, according to Tom Jakabowski, company spokesman.

Dealerships such as Don-A-Vee Jeep Eagle, Bellflower, Calif., say they are cutting back on orders and replacing inventory selectively.

Douglas Dennet, Don-A-Vee's general sales manager, said he reduced his orders by 25 percent.

Big 3 shut down 11 plants as orders dry up

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

The Big 3 have closed 11 assembly plants and one line in response to sharp decreases in dealer orders.

Output dips for cars, trucks, Page 45

The following Ford Motor Co. plants are idle this week: the Wayne, Mich., car facility; the St. Louis and Edison, N.J., truck plants; and the car and truck lines at the Kansas City, Mo., facility.

General Motors reacted to the cut in dealer orders by closing car plants in Van Nuys, Calif., and Oklahoma City, and truck plants in Baltimore; Pontiac, Mich. (West); Shreveport, La.; and Detroit. The truck line at the Lordstown, Ohio, facility was also idled. The closings are for one week except at Pontiac, which is scheduled to resume production Feb. 18, and Shreveport, which is slated to return to work Feb. 11.

On Jan. 2, GM indefinitely reduced production at its Willow Run, Mich., car facility and the Flint, Mich., truck plant to one shift.

GM also announced that the Kansas City, Kan., and the Van Nuys, Calif., car plants will be reduced to one shift indefinitely as of April 2.

Mazda reduced each of its two shifts by 70 minutes Jan. 7 in response to a 20 percent decrease in Ford Probe orders. The reduction is scheduled through Feb. 2.

Chrysler Corp.'s Warren, Mich., truck facility remains down this week. It closed the week of Jan. 7 and is expected to resume production Feb. 4.

Chrysler transmissions target of NHTSA inquiry

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The federal government is investigating whether as many as 4.45 million Chrysler Corp. cars and trucks could be prone to jump from park into gear.

The investigation covers 1981 to 1990 front-wheel-drive vehicles with automatic transmissions and shift levers on the steering column.

The National Highway Traffic Safety Administration opened the investigation in response to a petition filed by the Center for Auto Safety. The consumer group said it has 269 consumer complaints and 235 reports of accidents that caused 93 injuries and four deaths.

"We're confident we don't have a problem," said a Chrysler spokesman. He said the automaker will cooperate with NHTSA during the investigation.

NHTSA said the transmission could jump with the engine either on or off.

The investigation covers: 1981-1989 Dodge Aries and Plymouth Reliant; 1982-1983 Dodge 400; 1982-1987 Chrysler LeBaron; 1983-1984 Chrysler E Class; 1983-1987 Dodge 600; 1983-1988 Chrysler New Yorker; 1984-1990 Plymouth Voyager/Grand Voyager, Dodge Caravan/Grand Caravan and Dodge Mini Ram Van; and 1985-1987 LeBaron GTS, Dodge Lancer and Plymouth Caravelle.

The Chrysler case has been opened as an "engineering analysis." That is usually the second stage leading to a possible recall following a preliminary investigation.

NHTSA has also begun an engineering analysis to determine whether the seat belts on the 1990 Ford Taurus are defective. The safety agency has received 19 complaints that occupants can't get out of the belts. A defect could affect 308,650 cars.

The agency also opened several preliminary investigations:

- 1990 Honda Accord, for rear trunk lid torsion bars that are unable to support the lid, allowing it to fall unexpectedly. A total of 180,501 cars could be affected.
- 1988-1989 Eagle Medallion, for doors that will not stay latched (33,130 cars).
- 1986-1987 Ford Escort and Ford Tempo/Mercury Topaz, for a fuel pump that unexpectedly stops working, causing the engine to stop (914,310 cars).

Toyota, Mitsubishi try 4-day workweek in Japan

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Toyota Motor Corp. and Mitsubishi Motors Corp. are experimenting with a four-day week in an attempt to reduce overtime hours.

The Japan Automobile Workers Union is willing to try the plan, but a union spokesman calls it "a second best solution."

The union prefers a five-day week of eight-hour days with weekends off, compared with the periodic Saturday shift that is involved in a four-day week of 10-hour days.

But Ichiro Ogiso, assistant director for International Affairs at the union, said, "the reduction of hours is crucial and a No. 1 priority."

"If we continue the current production system, we cannot do it. We need another system."

The union has been pushing for reduced work hours for several years. Last year, the union finally won agreement for a base contract of 1,960 hours annually.

But the tremendous sales surge in Japan has kept most plants running on overtime, with each worker averaging 2,300 hours annually including overtime. That is the equivalent of working 44 hours a week without time off for vacation or holidays.

In last spring's negotiations, the union pushed manufacturers to make special arrangements so their workers, who rarely take their full vacation, could at least take three consecutive days off once a year without feeling they were burdening their fellow workers.

Both Toyota and Mitsubishi plan to begin trial sessions limited to small machining sections for about six months.

Under Mitsubishi's plan, 100 workers in a machinery shop will be divided into three groups to work a 21-day cycle. That results in three consecutive days off twice every three weeks.

Toyota will follow a similar pattern with a total of 400 workers including 330 in the machine tools section at one plant and 70 in casting at two other plants.

The companies will study the results before deciding whether to expand the process throughout the system.

Toyota says the objective is to "reduce overtime, improve working conditions and allow families to improve their lifestyle." Another company official suggested the different work hours might attract new recruits.

But Ogiso says "it is not the best program," primarily because it requires regular Saturday shifts.

But he admitted that management and the union have to consider every possible solution.

Theoretically, a company using a four-day system can operate six days a week and reduce individual work hours without reducing production, Ogiso said.

It also means hiring more workers, perhaps 25 percent more, at a time when Japan is experiencing a severe labor shortage, particularly in the manufacturing area.

Both the Mitsubishi and Toyota trial sessions are limited so as not to affect suppliers' schedules. In addition, neither company plans on hiring more workers, although some workers might be transferred into the test programs.

Although the Japan Automobile Workers Union is determined to reduce overtime, and is even considering making an official demand for a 20 percent reduction in overtime each year, the trial sessions raise a particular dilemma.

The limited trials would mean reduced overtime, and therefore a reduced paycheck, for a small segment of workers.

There is discussion now about compensating them for the difference, so there will be no discrepancy between them and the rest of the work force.

UAW loses 3rd attempt to organize

U.S. workers at Japanese auto suppliers turn down union

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

The UAW failed last week in another attempt to bring the union to the Japanese auto supply industry in the United States.

The loss, at Indiana Precision Technology Inc. in Greenfield, Ind., was the UAW's third straight election failure among transplant parts-makers in a month.

Indiana Precision, which is partially owned by Honda Motor Co. Ltd., produces fuel injectors for Honda of America Manufacturing Inc.'s engine operations in Ohio.

The election followed by one week a UAW loss at a U.S.-Japanese joint-venture supplier, Western Wheel-Huntington in Huntington, Ind., where employees rejected representation by a wide margin.

Workers at that plant — a venture between Nippon Light Metals and Kelsey-Hayes Co. that supplies aluminum wheels to Honda — voted 242-95 against the union.

Last week's election at Indiana Precision saw the union bid defeated 214-163, with nine challenged votes.

LOST ELECTIONS

The UAW has been defeated in union votes at three Indiana suppliers in recent weeks.

Supplier	Against	For
Indiana Precision Technology Inc.	214	163
Western Wheel-Huntington	242	95
Toyoshima Steel Spring Inc.*	37	29

*Results under review

A third election one month ago at Toyoshima Steel Spring Inc. in Indianapolis resulted in a narrow 37-29 defeat for the union.

But that election is under review by the National Labor Relations Board because 10 votes were challenged.

Because of the three plants' proximity to Subaru-Isuzu Automotive Inc. in Lafayette, Ind., as well as their supplier ties to both SIA and Honda, the three elections promised a foothold for organizing those transplant car plants.

Only three of North America's 11 Japanese auto assembly plants are represented by the UAW, but those three plants are either jointly owned by or have close ties with a Big 3 automaker.

None of the more than 350 transplant parts suppliers are unionized.

"Organizing the transplants is a crucial issue for the UAW," said Harold Stack, director of labor studies at Wayne State University in Detroit.

"They've made a major commitment to doing it. It isn't going to be an easy job, but the union isn't going to go away," he said.

The UAW failed in a 1989 attempt to unionize Nissan Motor Manufacturing Corp. U.S.A. in Smyrna, Tenn.

Plans to begin organizing Toyota Motor Manufacturing U.S.A. Inc. in Georgetown, Ky., were subsequently postponed.

UAW organizers say they will step up efforts to unionize SIA in February.

Initial organizing activities already have begun.

SUPPLIERS

FROM PAGE 1

parts," Washington said. "If you own a car and the starter breaks, you blame Ford and its workers, not the supplier."

Sourcing was a big issue for the union during last year's contract talks with Ford, General Motors and Chrysler Corp. Lofton said Ford has taken the first step. He said non-union shops are the first ones the UAW will challenge, citing tool-and-die shops as an example.

"We must show we can do the jobs on a competitive basis; we're prepared to do that," Lofton said.

The process could prove politically sensitive for the union and the company because most of Ford's 375 minority suppliers are not organized.

Current suppliers are not likely to be furloughed without a fight.

Mark Jeschke, spokesman for the 3,100-member National Tooling & Machining Association in Fort Washington, Md., said only about 4 percent of his membership is organized, but he said they can do the work more efficiently and at lower cost.

"I would be surprised if Ford saved money by keeping that work in-house," Jeschke said. "Our members have made a good living with the auto industry and want to continue to do so.

> "We have a vested interest in getting that work done on time and at a competitive price."
>
> **Mark Jeschke**
> National Tooling & Machining Association

"We have a vested interest in getting that work done on time and at a competitive price."

Jeschke said the average tool-and-die shop has about 23 employees and is located in a large urban manufacturing area. He said the shops are not unionized because they are too small.

Lofton said that until the union gets a list of the suppliers, he could not estimate how many suppliers the union may target for competition or how many jobs can be created in the plants for UAW members. He said the union would target skilled and non-skilled work.

Ford spokesman Dick Routh said the company will determine competitiveness based on cost, delivery and quality. "At a time when cost efficiency is very important to us, we should deliver the best quality at the lowest cost; that's the aim of this one," Routh said.

The union never before has had access to a list of the Big 3's suppliers. Lofton described Ford's decision as a major breakthrough in union/management cooperation. "Ford is way out in front of GM and Chrysler" on this issue, Lofton said. "Ford is very serious about cooperating with its hourly work force."

Honda's 656-cc R-X minicar for the Japanese market will have a removable hardtop, and its three-cylinder engine (from the Honda Today) will develop 61 horsepower.

Honda will install an air bag in its R-X minicar for Japan

CRAIN NEWS SERVICE

When Honda Motor Co. introduces its 656-cc R-X minicar in Japan, it will be equipped with an air bag, according to Honda President Nobuhiko Kawamoto. This will make R-X the first car in the Japanese 660-cc class to be so equipped.

The R-X will have a removable hardtop and its three-cylinder engine (from the Honda Today) will develop 61 horsepower, according to *AutoWeek*, a sister publication to *Automotive News*.

Kawamoto wouldn't say when the car will make its debut.

Honda also will introduce a new Civic derivative this summer that will be a "new concept and will advance current technology for gains in emission control and fuel efficiency," Kawamoto said.

The car will be a result of Honda's view that environmental issues are No. 1 on the company's research and development priority list. Kawamoto said that Honda has done extensive research in that area and now is ready to release what it has learned in a new product.

"(The new car) will set a new standard and lead the industry into the next century in the environmental, energy and safety areas," he said.

Few details are available, but Honda engineers say fuel economy could increase 10 percent over the current Civic.

The R-X and the new concept car represent what Kawamoto refers to as Honda's "back-to-basics" strategy for the Japanese market.

Kawamoto said Honda also must to develop attractive products that will exceed its customers' needs.

Kawamcto says the Civic concept car will "lead the industry into the next century in the environmental, energy and safety areas."

In addition to the R-X and unnamed concept car, a new Civic and new Prelude are scheduled to be introduced this year.

Kawamoto says an eventual goal is to establish four independent companies, located in Japan, North America, Europe and Asia.

INCENTIVE WATCH
CUSTOMER INCENTIVES

	Rebates	Expiration Date
Chrysler Corp. (1989-90)		
Chrysler	$500-2,000	3/31
Dodge cars	$700-1,500	3/31
Dodge trucks	$500-2,500	3/31
Eagle	$700-1,500	3/31
Jeep	$500-2,000	3/31
Plymouth	$700-1,000	3/31
All minivans	$1,000	3/31
Finance rates in lieu of rebate start at 6.7 percent		
Chrysler Corp. (1991)		
Chrysler	$500	3/31
Dodge cars	$500	3/31
Dodge truck	$300-1,500	3/31
Eagle	$400-500	3/31
Jeep	$700	3/31
Plymouth	$400-500	3/31
All minivans	$500	3/31
Finance rates in lieu of rebate start at 6.7 percent		
Ford Motor Co. (1990)		
Ford Festiva	$700	2/28
Ranger	$1,500	2/28
All Lincoln	$1,500	1/31
Ford Motor Co. (1991)		
Ford Escort, Festiva	$500	2/28
Ranger	$1,000	2/28
Mercury Tracer	$500	2/28
Grand Marquis	$1,000	2/28
Finance rate, in lieu of rebate, starts at 7.9 percent for 48 months or less.		
General Motors (1990)		
Buick Reatta*	$2,000	4/7
Other Buick*	$250-1,000	4/7
Cadillac	$1,200	4/7
Chevrolet Geo	$300-800	4/7
Other cars	$400-750	4/7
Trucks	$500-1,500	4/7
GMC	$500-1,500	4/7
Oldsmobile	$750-1,250	4/7
Pontiac Bonneville	$400-1,000	4/7
*Based on option package selected. All makes except Cadillac offer cut-rate financing in lieu of rebates.		
General Motors (1991)		
Buick Reatta	$2,000*	4/7
Other Buick	$250-1,000*	4/7
Cadillac Brougham	$1,500	3/31
Chevrolet Geo	$300-800	4/7
Other cars	$400-750	4/7
Trucks	$500-1,000	4/7
GMC	$500-1,000	4/7
Oldsmobile	$500-1,000	4/7
Pontiac	$400-750	4/7
*Based on option package selected		
Hyundai (1991)	$500-1,575	4/3
Jaguar (1990-91) (all except '91 XJ6)	$5,000 for owners of '88 Jaguars	1/31
Mazda (1990)		
Cars	$750-1,500	2/28
Trucks	$1,000-1,250 plus free trim package	2/28
MPV	$886-1,246 discount on option packages	2/28
Subaru		
Justy (1990-91)	$500	2/12
Loyale (1991)	$300-$1,050	2/12
Toyota (1991)		
Celica GT, 4Runner	$800 discount on option packages	10/1

INCENTIVE WATCH
DEALER INCENTIVES

	Rebate	Expiration Date
Chrysler Corp. (1990-91)		
Jeep Cherokee	$250	1/31
Grand Wagoneer	$2,000	1/31
Minivans (1991) (without air bags)	$500	1/31
Cars	$250-1,000, quota	1/31
Ramcharger, Ram D-W pickups	$1,000	1/31
Ford Motor Co. (1990)		
Ford Taurus SHO	$3,000	2/28
Other cars	$800-1,500	2/28
Ford Bronco	$2,000	2/28
Other trucks	$900-1,100	2/28
Mercury Topaz	$800	2/28
Sable	$1,100	2/28
Cougar	$1,200	2/28
Grand Marquis	$1,500	2/28
All Lincoln	$2,000	1/31
Ford Motor Co. (1991)		
Ford Taurus SHO	$1,000	2/28
Crown Victoria	$750	2/28
Other cars	$100-700, based on sales	2/28
Ford trucks	$100-700, based on sales	2/28
Mercury Topaz, Cougar, Sable	$100-700, based on sales	2/28
General Motors (1990-91)		
Corvette	$3,000	2/4
Chevrolet C1500	$500	4/7
Acura (1990-91)		
Integra	$300	4/2
Audi (1990)		
100 Series	$3,000	1/31
Honda (1990-91)		
Accord	$300	3/31
Hyundai (1990)		
Excel	$1,000-1,500	4/3
Sonata	$2,000	4/3
Hyundai (1991)		
Sonata	$100-500, based on sales	4/3
Isuzu		
Impulse (1990)	$1,500	2/15
Trooper (90-91)	$1,300-1,700, quota	3/31
Pickup (1991)	$600-1,500, quota	3/31
Mitsubishi (1990-91)		
Cars	0-$2,000, quota	2/28
Trucks	0-$1,500, quota	2/28
Nissan (1990)		
Pathfinder	$1,500	4/2
Nissan (1990-91)		
Stanza	0-$1,500, quota	4/2
Pickups	$1,200	4/2
Peugeot (1989)		
405	$2,500-3,500	None
Subaru		
XT (1989-91)	$2,000	2/12
Legacy (1990-91)	$700-2,000	2/12
Loyale (1990)	$800-1,500	2/12
Suzuki (1990)		
Swift	$400-700	2/4
Sidekick	$1,000-1,500	2/4
Suzuki (1991)		
Swift	$400-500	2/4
Sidekick	$500	2/4
Toyota (1989-91)		
Corolla	$300-700, quota	2/4
Camry	$500-900, quota	2/4
Pickup	$200-900, quota	2/4
Volkswagen (1990)		
Cars	$500-1,500	None

LOANS

FROM PAGE 1

ous as it sounds. A spokesman for GMAC Financial Services said the law also prohibits creditors from foreclosing on property or repossessing vehicles without a court order. The law was passed to protect reservists whose military pay is often markedly lower than their civilian pay.

"We will give as much consideration as we can to people under these circumstances," said a Chrysler Corp. spokesman.

The Big 3 finance companies require letters from persons called to active duty and copies of their orders before rewriting the loan.

Interest rates are reduced from the day a person is called to active duty until 90 days after the tour of duty ends, said a spokesman for First Nationwide Bank, a subsidiary of Ford Motor Co.

"As we understand the law, it affects anyone whose income changes dramatically after they are called to active duty," said Dan Brigham, vice president of communications for First Nationwide. He said First Nationwide has 200,000 mortgages in its portfolio. The thrift already has had 125 requests under the act, and Brigham said that number is "growing rapidly."

Financial institutions never recover the difference between the rate the loan was written at originally and the 6 percent cap on interest rates. Fixed-rate mortgages are running at about 9.5 percent, and adjustable rate mortgages are 10.3 percent. Interest rates on car loans are averaging about 14 percent.

HUMMER

FROM PAGE 2

states require a dealership in the state in order to sell to the public."

MacNab says the other tricky question is what to charge. Last year, the government price for the base model was "$26,000 and change."

AM General can build up to 100 vehicles on a single shift, but the line is now running at 57 per day. A second shift is used for plant maintenance.

Hummer power is provided by a 6.2-liter V-8 diesel built by General Motors in Moraine, Ohio. The engine generates 150 horsepower and provides 250 pounds-feet of torque at 2,000 rpm. Power is transmitted to a three-speed automatic and then to a two-speed transfer case.

All four wheels are driven through a unique driveshaft system that provides 16 inches of ground clearance. The vehicle is constructed using aviation-style riveting and adhesive-bonding techniques. Top recommended speed for the aluminum, steel and composite-plastic vehicle is 65 mph. Company insiders say it will run at close to 80 mph during an emergency. A 25-gallon diesel fuel tank gives it a range of 300 miles.

MacNab says a Hummer will climb a 60 percent grade and is capable of traversing a 40 percent grade. A standard Hummer weighs 5,200 pounds empty and can carry 2,500 pounds. A "heavy Hummer" version with a beefed-up suspension provides for more than 10,000 pounds of gross vehicle weight.

There are 15 primary variations on the Hummer theme. Some wear a canvas skin; others are armored with steel sheets and a fiberglass-like material called E-glass.

Hardtop versions can be fitted with various weapons: a 7.62mm machine gun, a 40mm grenade launcher, a .50-caliber machine gun and a TOW (tube-launched optically tracked wire-command-guided) missile system. The list includes a radio-electronics command vehicle and an ambulance.

Tires are Goodyear Wranglers and look relatively standard from the outside. But inside the pneumatic tire is a magnesium run-flat doughnut that provides 30 miles of run-flat capability — important if your tires are shot out.

AM General says it has not received any additional orders for vehicles or requests to speed up production as a result of the Middle East conflict.

"I can't be specific," says MacNab, "but we're ready to respond to any increases that might be required. We've looked at all of our suppliers, too, to make sure they could supply us. There is a lead-time to speed up production. It certainly wouldn't be overnight. But we are prepared to respond to whatever need."

The U.S. military has about 79,000 Hummers in service; AM General started building them in 1983. Other nations with Hummers include China, the Philippines, Thailand and Mexico.

There's even one Hummer in Baghdad. It was a demonstration model being shown to the Iraqi government. But contract negotiations broke down. An AM General representative was in Iraq to see to its return when that country invaded Kuwait. The rep caught a bus into Jordan, but the Hummer remains.

ADS

FROM PAGE 2

Andrew Jacuzzi, account executive at Chenoweth & Faulkner, the Tampa, Fla., ad agency for the Honda group, said the commercials ended a 13-week cycle last week. He doubts they'll run again: "They didn't want to seem to be capitalizing on the war effort."

A Kansas City dealer who did not want to be named said the Toyota ads last aired about six weeks ago and he's "not sure we'd run it in today's climate."

Billy Bender, of Billy Bender Chevrolet in Garrett County, Md., has similar thoughts about his own advertising: "I have thought about a war theme but it's such a personal situation I don't want to offend somebody."

An ad created by the North and South Carolina Ford Dealer Association for a high-school football game in December appealed directly to patriotism: It was a tribute to the many area men and women sent to the Middle East.

The theme song words: "From the Carolinas that heed our country's call, we salute our sons and daughters who protect our red, white and blue. Return to the Carolinas: we're so proud of you."

Harry Hastings, owner of Hastings Ford in Greenville, N.C., and chairman of the group, declined to comment about the commercial's propriety now. "We don't have any current plans to run it again," he said, "but that could change."

Automotive News Staff Reporter Liz Pinto contributed to this report.

CUTS

FROM PAGE 2

& Bus Group and Automotive Components Group.

Almquist said GM is not trying to strong-arm suppliers. GM believes in the need for cooperation with suppliers and realizes that suppliers also are being squeezed by higher costs, Almquist said.

"The tone (of the letter) was we're going to work jointly," Almquist said. "There is a need for us to deal with the competitive realities of the global automotive marketplace, which demands continuous improvement.

"We reminded our suppliers we believe our products . . . are a key success factor, and our aggressive marketing plans and the cost of developing products is enormous. (We told suppliers) the cost cannot merely be recovered through increased prices and that efforts must be placed on reducing cost," he added.

Almquist said that while GM is concerned with the state of the economy and the war in the Middle East, the aim of the cuts is to deal with more long-term industry issues, including clean air and fuel economy standards that will require large sums of money to meet.

Meanwhile, Chrysler Chairman Lee Iacocca told a group of automotive analysts that Chrysler will increase its cost-cutting goal from $2.5 billion to $3 billion. Chrysler spokesman Tom Houston said the company hopes to identify the cost cuts that would result in $3 billion in annual savings by mid-1991.

The increased cost cutting goal is not likely to include cutting the company's quarterly common stock dividend of 30 cents a share. Iacocca steadfastly has said that he would not suggest cutting the dividend under any circumstances "short of a nuclear war."

Ford last week said its cost-cutting efforts are on-going. The company has a corporate effort underway that looks at "how to make the company more efficient," spokesman Dick Routh said.

"When there's a recession and a war going on, you are going to look at cost cutting more closely," he said.

Routh denied a recent report in the *Wall Street Journal* that Ford is contemplating the sale of its 25 percent stake in Mazda Motor Corp. or any other major asset to raise cash.

Ford Automotive Group President Allan Gilmour said three weeks ago that the company will consider cutting the dividend only if the recession worsens.

SOVIETS

FROM PAGE 1

plant's 11-passenger van with a lengthened version of the Chrysler minivan, but that deal might have withered even before the recent violence in the Baltic states. Chrysler officials never said any agreement was imminent, and Soviet auto industry officials have said they are "quite pessimistic" about the Chrysler talks in Latvia.

Boris Hubaev, a Brussels-based official of Autoexport, the ministry that oversees sales of Soviet cars abroad, said last week that if the Chrysler-RAF talks are still alive "they are going very slow."

A Chrysler spokeswoman confirmed last week that "nothing is imminent, and there have been no recent discussions."

> We have the feeling (the Soviets) don't have a lot of money to spend.
>
> **Corrado Provera**
> Automobiles Peugeot

Fiat sources say the company's plans to set up production for 900,000 cars a year in the city of Elabuga by the end of the decade have slowed considerably due to political uncertainties. The planned $1.6 billion joint venture with the Soviet carmaker Elaz is spread out over three stages, beginning in 1992 with the 770-cc Oka II minicar.

The ambitious deal was concluded in 1989, but a Fiat source said the project "is definitely going slow." Fiat will not become directly involved until the plant, about 600 miles southeast of Moscow, is built. The Soviets have begun work on the foundation.

The Fiat source said the basic agreement is not threatened. But he said political uncertainties have interfered with completion of various approvals and legislative changes necessary for the project.

To help expedite the process, Fiat is preparing to open an office in Moscow.

"We are concerned, but we are not worried," he said.

The Soviet Union's lack of hard currency reserves is holding up completion of an agreement between Soviet carmaker GAZ and Peugeot. The plan is aimed at producing the French automaker's Peugeot 605 sedan in Gorki.

Automobiles Peugeot spokesman Corrado Provera said discussions are still under way, but he said, "We have the feeling they don't have a lot of money to spend."

The Soviets approached Peugeot with a proposal to put the new 605 sedan into production at GAZ's existing facilities in Gorki, where the outdated Volga sedan now is built. Peugeot, however, is insisting on a substantial upgrading of the plant.

"We are checking the technical and economic feasibility," Provera said. "It is still going on, we have a lot of technical and industrial people there right now. The big concern is financing the operation. We don't yet have all we need to have. But it is definitely still being studied."

The Soviets want to build 50,000 to 100,000 Peugeot 605s per year for their market. None would be exported, but the Peugeot badge would be used, and Provera said quality levels will be maintained.

"It will not be a robotized factory, but it will still be a Peugeot," he said.

Meanwhile, a Soviet official denied reports that the VAZ plant in Togliatti, maker of Lada models, is preparing a stock offering that would be sold on the New York Stock Exchange and the exchange in Milan, Italy. Also denied was a report that the company is seeking a Western partner to take a 45 percent interest in the company.

According to a report in an Austrian publication, 20 percent of VAZ stock would be sold on the two stock exchanges. Another 35 percent would be held by the Soviet Union's Gosbank, and the remainder would be acquired by a foreign partner.

Autoexport's Hubaev denied that VAZ is planning a privatization move, but he said a Western partnership could occur. The VAZ plant is the world's largest auto manufacturing complex. The highly integrated operation produces about 700,000 vehicles a year.

"I do not think it will be privatized," he said. "VAZ is too big. But some joint venture on a product or plant is possible in principle."

PRODUCTION

U.S. CAR

	Week Ended Jan. 26, 1991	Week Ended Jan. 19, 1991	Jan. to Date	Jan. 1 to Jan. 26, 1991	Jan. 1 to Jan. 27, 1990
Horizon	0	0	0	0	3,114
Sundance	0	0	0	0	3,446
Acclaim	2,000	2,431	8,042	8,264	3,416
Total Plymouth	**2,000**	**2,431**	**8,042**	**8,264**	**9,976**
LeBaron A	0	0	0	0	0
LeBaron J	900	0	900	900	0
N. Yorker C-Class	150	342	1,024	1,066	1,063
Fifth Avenue	500	869	2,749	2,855	1,268
Imperial	150	321	826	866	948
Total Chrysler	**1,700**	**1,532**	**5,499**	**5,887**	**3,279**
Omni	0	0	0	0	3,134
Daytona	300	0	300	300	0
Shadow	0	0	0	0	3,950
Dynasty	2,900	3,316	11,308	11,715	5,177
Spirit	1,800	2,479	7,907	8,274	5,127
Total Dodge	**5,000**	**5,795**	**19,515**	**20,289**	**17,388**
CHRYSLER CORP.	**8,700**	**9,758**	**33,056**	**34,240**	**30,643**
Escort	4,417	5,741	12,436	13,005	8,080
Mustang	0	0	1,752	2,190	6,661
Tempo	2,603	3,066	7,259	7,656	5,846
Taurus	3,151	3,896	15,337	16,330	24,238
Thunderbird	0	0	1,075	1,344	6,917
Total Ford Div.	**10,171**	**12,703**	**37,858**	**40,525**	**51,742**
Topaz	917	1,334	2,773	2,904	2,074
Cougar	0	0	1,625	2,031	2,971
Sable	1,041	1,344	4,389	4,653	4,090
Total Mercury	**1,958**	**2,678**	**8,787**	**9,588**	**9,135**
Continental	963	1,239	3,972	4,101	3,653
Mark VII	166	220	690	713	1,798
Town Car	2,283	2,917	9,362	9,666	10,953
Total Lincoln	**3,412**	**4,376**	**14,024**	**14,480**	**16,404**
Total L-M Div.	**5,370**	**7,054**	**22,811**	**24,068**	**25,539**
FORD MOTOR CO.	**15,541**	**19,757**	**60,669**	**64,593**	**77,281**
Skylark/Somerset	2,000	2,508	8,174	8,494	2,994
Century	1,380	1,714	3,094	3,094	3,414
Riviera	238	204	442	442	901
Electra/Park Ave.	2,422	1,431	6,590	6,906	5,787
LeSabre (fwd)	3,185	3,994	13,074	13,549	6,792
LeSabre (rwd)	0	0	0	0	360
Reatta	0	0	0	0	525
Total Buick	**9,225**	**9,851**	**31,374**	**32,485**	**20,773**
Eldorado	290	238	528	528	785
Seville	578	476	1,054	1,054	1,026
Brougham (rwd)	284	454	1,696	1,811	1,795
DeVille (fwd)	2,550	3,281	10,288	10,654	6,022
Allante	51	64	210	218	270
Total Cadillac	**3,753**	**4,513**	**13,776**	**14,265**	**9,898**
Cavalier	4,360	5,456	18,739	19,371	10,865
Camaro	1,904	2,228	4,132	4,132	0
Corsica/Beretta	4,928	6,081	14,987	14,987	9,352
Caprice	1,346	3,138	8,042	8,215	6,496
Corvette	384	483	1,566	1,624	560
Total Chevrolet	**12,922**	**17,386**	**47,466**	**48,329**	**27,273**
Calais	1,456	1,812	5,843	6,045	3,269
Cutlass Ciera	1,388	1,866	3,254	3,254	4,244
Cutlass Supreme	1,736	2,103	7,022	7,272	0
Toronado	148	98	246	246	913
88 (fwd)	1,660	1,642	5,939	6,182	5,944
88 (rwd)	0	0	0	0	232
98	1,594	1,919	6,107	6,313	2,232
Total Oldsmobile	**7,982**	**9,448**	**28,418**	**29,312**	**16,834**
Sunbird	1,872	2,335	8,058	8,330	4,502
Grand Am	3,840	4,792	8,632	8,632	4,800
Firebird	368	550	918	918	0
Grand Prix	2,552	3,150	5,702	5,702	0
Pontiac 6000	996	1,221	2,217	2,217	2,674
Bonneville	972	573	2,870	3,054	4,139
Total Pontiac	**10,600**	**12,621**	**28,398**	**29,853**	**16,115**
Total Saturn*	**620**	**620**	**2,196**	**2,300**	**0**
GENERAL MOTORS	**45,102**	**54,431**	**151,821**	**155,544**	**98,893**
DIAMOND-STAR	**2,540**	**3,072**	**10,899**	**11,118**	**9,434**
Civic	1,725	1,650	5,708	5,881	10,734
Accord	7,720	6,941	24,750	25,556	20,310
HONDA	**9,445**	**8,591**	**30,458**	**31,437**	**31,044**
MAZDA*†	**600**	**3,131**	**9,409**	**9,862**	**13,209**
NISSAN	**2,890**	**2,956**	**10,757**	**11,138**	**8,729**
Corolla	2,100	1,733	7,011	7,258	7,331
Geo Prizm/Nova	2,100	1,770	7,081	7,333	7,227
NUMMI	**4,200**	**3,503**	**14,093**	**14,591**	**14,558**
SUBARU-ISUZU	**1,232**	**1,195**	**3,751**	**3,836**	**2,240**
TOYOTA	**4,400**	**4,640**	**15,757**	**16,287**	**16,276**
TOTAL BIG 3	**69,343**	**83,946**	**245,345**	**254,377**	**198,817**
TOTAL TRANSPLANT	**25,307**	**27,088**	**94,924**	**98,299**	**95,481**
TOTAL CARS, U.S.	**94,650**	**111,034**	**340,269**	**352,676**	**294,298**
TOTAL CARS, CANADA	**18,546**	**22,780**	**64,158**	**65,609**	**47,033**
U.S., CANADA CARS	**113,196**	**133,814**	**404,427**	**418,285**	**341,331**
U.S., CANADA CARS AND TRUCKS	**179,711**	**200,888**	**628,271**	**651,825**	**585,859**

Monthly estimates may contain error of one or two units due to rounding.
*Estimate †Total includes MX-6, 626, and Ford Probe

CANADIAN CAR

	Week Ended Jan. 26, 1991	Week Ended Jan. 19, 1991	Jan. to Date	Jan. 1 to Jan. 26, 1991	Jan. 1 to Jan. 27, 1990
Monaco	0	0	0	0	1,894
Premier	0	0	0	0	401
CHRYSLER CORP.	**0**	**0**	**0**	**0**	**2,295**
Tempo	0	3,615	5,021	5,373	7,259
Topaz	0	912	1,493	1,638	2,164
Crown Victoria	1,021	939	2,560	2,560	4,039
Grand Marquis	0	0	0	0	5,423
FORD MOTOR CO.	**1,021**	**5,466**	**9,074**	**9,571**	**18,885**
Celebrity	0	0	0	0	523
Cutlass Ciera	1,780	1,810	5,940	6,092	3,037
Lumina	4,625	4,556	14,355	14,355	6,909
Regal	3,375	3,586	9,759	9,759	1,091
GENERAL MOTORS	**9,780**	**9,952**	**30,054**	**30,196**	**11,560**
CAMI	**2,500**	**2,585**	**9,021**	**9,336**	**0**
HONDA	**2,140**	**2,162**	**7,388**	**7,629**	**8,424**
HYUNDAI	**975**	**1,000**	**3,303**	**3,378**	**1,240**
TOYOTA	**1,350**	**1,355**	**4,715**	**4,876**	**3,945**
VOLVO	**180**	**180**	**611**	**629**	**684**
TOTAL CARS, CANADA	**18,546**	**22,780**	**64,158**	**65,609**	**47,033**

U.S. TRUCK

Caravan	1,400	2,067	6,732	7,017	8,194
Dakota	0	0	2,893	3,109	3,209
Caravan C/V	50	127	183	184	471
Ram pickups	0	0	2,908	3,127	3,867
Total Dodge	**1,450**	**2,194**	**12,715**	**13,437**	**15,741**
Cherokee	0	0	0	0	7,946
Comanche	0	0	0	0	342
Grand Wagoneer	0	0	0	0	260
Wagoneer	0	0	0	0	121
Total Jeep	**0**	**0**	**0**	**0**	**8,669**
Voyager	1,400	1,808	5,818	6,014	7,785
Town & Country	25	6	93	102	246
Total C-P Div.	**1,425**	**1,814**	**5,911**	**6,116**	**8,031**
CHRYSLER CORP.	**2,875**	**4,008**	**18,626**	**19,553**	**32,441**
Aerostar	3,215	4,040	9,125	9,592	7,200
Bronco	0	0	458	572	3,214
Bronco II/Explorer	4,368	5,076	16,765	17,308	7,074
Navajo	327	426	1,316	1,359	0
Econoline	3,203	0	4,729	5,110	10,727
Mediums/Heavies	917	1,082	2,555	2,694	4,094
Light trucks	5,002	2,845	12,989	14,081	26,551
Ranger	3,174	2,468	14,994	15,823	14,130
Total Ford Div.	**20,206**	**15,937**	**62,930**	**66,539**	**72,953**
FORD MOTOR CO.	**20,206**	**15,937**	**62,930**	**66,539**	**72,953**
Astro	0	2,071	5,625	5,678	2,707
Blazer	166	195	361	361	432
Lumina APV	1,132	1,263	2,395	2,395	5,422
Mediums/Heavies	120	217	663	685	1,085
P-Model	300	377	677	677	1,031
Pickups	4,987	6,503	11,574	11,582	12,902
S-10	5,771	6,207	20,297	20,982	15,969
S-10 Blazer	619	890	2,832	2,367	2,366
Sportsvan/Van	872	921	1,793	1,793	0
Suburban	576	706	1,282	1,282	1,293
Total Chevrolet	**14,543**	**19,350**	**47,500**	**48,602**	**43,207**
Jimmy	58	67	125	125	200
Mediums/Heavies	300	370	1,211	1,260	1,158
P-Model	100	81	181	181	91
Pickups	1,973	2,032	4,068	4,072	4,758
S-15/Sonoma	1,189	1,550	4,834	4,996	3,704
S-15 Jimmy	677	505	1,918	1,973	730
Safari	0	700	2,387	2,503	1,053
Suburban	320	379	699	699	884
Vandura/Rally Vans	216	189	385	385	0
Total GMC	**4,833**	**5,853**	**15,808**	**16,194**	**12,578**
Silhouette	284	341	625	625	2,198
Bravada	446	536	1,521	1,557	0
Total Oldsmobile	**730**	**877**	**2,146**	**2,182**	**2,198**
Pontiac Trans Sport	**532**	**688**	**1,320**	**1,320**	**4,999**
GENERAL MOTORS	**20,738**	**26,768**	**66,774**	**68,298**	**62,643**
NAVISTAR	**1,316**	**1,847**	**4,598**	**4,598**	**5,589**
NISSAN	**2,770**	**2,758**	**10,311**	**10,680**	**11,215**
SUBARU-ISUZU	**1,250**	**1,294**	**3,642**	**3,781**	**2,240**
AM GENERAL	**400**	**400**	**1,560**	**1,650**	**1,000**
MISCELLANEOUS	**2,650**	**2,650**	**10,350**	**10,950**	**12,000**
TOTAL TRUCKS, U.S.	**52,285**	**55,373**	**170,790**	**185,978**	**200,841**

CANADIAN TRUCK

Caravan	3,016	3,264	10,350	10,684	12,567
Caravan C/V	82	103	314	326	785
Ram Wagon	0	0	0	0	660
Ram Van	0	0	0	0	1,470
Total Dodge	**3,098**	**3,367**	**10,664**	**11,010**	**15,482**
Voyager	1,922	2,761	7,979	8,246	10,433
Total Plymouth	**1,922**	**2,761**	**7,979**	**8,246**	**10,433**
Wrangler	0	0	2,315	2,507	0
Total Jeep	**0**	**0**	**2,315**	**2,507**	**0**
CHRYSLER CORP.	**5,020**	**6,128**	**20,958**	**21,763**	**25,915**
FORD MTR. (B. Vis.)	**2,925**	**0**	**4,263**	**4,587**	**8,283**
Light trucks	3,265	2,943	10,568	10,831	13,184
Vans	547	0	547	547	2
Total Chevrolet	**3,812**	**2,943**	**11,115**	**11,378**	**13,186**
Light trucks	985	1,179	3,965	4,172	5,343
Vans	353	0	353	353	1
Total GMC	**1,338**	**1,179**	**4,318**	**4,525**	**5,344**
GENERAL MOTORS	**5,150**	**4,122**	**15,433**	**15,903**	**18,530**
CAMI	**1,050**	**1,087**	**3,982**	**4,032**	**0**
NAVISTAR	**185**	**186**	**497**	**497**	**750**
TOTAL TRKS., CANADA	**14,310**	**11,583**	**45,053**	**46,792**	**53,457**
U.S., CANADA TRKS.	**66,515**	**66,876**	**223,844**	**232,770**	**254,328**

Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Car output drops 14% for week

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

U.S. automakers scheduled production of 94,650 cars last week, 14.76 percent below the prior week and 19.59 percent below the same week in 1990.

Big 3 shut down 11 plants, Page 42

So far this year, 352,646 cars have been assembled, 19.83 percent above 1990.

Truckmakers planned to build 52,205 units last week, 5.72 percent below the prior week and 33.95 percent below the year-ago week.

Year-to-date, 185,978 trucks have been assembled, 7.40 percent below 1990.

Ford Motor Co.'s Louisville, Ky., truck plant worked daily overtime last week. The plant produces the Ford Explorer and Ranger and Mazda Navajo.

General Motors' Reatta Craft Centre in Lansing, Mich., is scheduled to resume production this week following three weeks of downtime.

Mazda Motor Manufacturing (USA) Corp.'s plant in Flat Rock, Mich., was forced to suspend production last Tuesday after a fire in the batch mixing room of the paint shop.

The plant produces the Mazda 626 and MX-6 and Ford Probe. Production is scheduled to resume today.

Ford's Dearborn, Mich., car facility was idle last week but is expected to resume production today.

The company's Wayne, Mich., truck plant will resume production today, one week earlier than scheduled. The plant builds the Bronco and light trucks. An increase in dealer orders prompted the return to production.

Canada hikes truck assembly

Canadian automakers' scheduled output was 18,546 units last week, 18.59 percent below the prior week and 0.72 percent above the 1990 week.

Year-to-date, 65,609 cars have been produced, 39.50 percent above 1990.

Truckmakers' targeted build was 14,310 units last week, 24.40 percent above the prior week but 13.54 percent below 1990.

So far this year, 46,792 trucks have been assembled, 12.52 percent below 1990.

Chrysler's Pillette Road facility in Windsor, Ontario, is scheduled to resume production today following five weeks of downtime. The plant produces the Dodge Ram Van and Ram Wagon.

NOTE

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